

Testimony before the Executive and Legislative Nominations Committee  
11:00 March 29, 2016

My name is Donald Frost. I have been a resident of Connecticut and the Town of Fairfield since 1977. I would like to thank Speaker of the House J.Brendan Sharkey for nominating me to be a member of the Board of the newly formed Connecticut Ports Authority.

I graduated from the State University of New York Maritime College with a Bachelor of Science degree in Marine Transportation, shipped out as a Coast Guard licensed merchant marine officer aboard US ships engaged in international trade, served in the US Naval Reserve as an officer in Military Sealift Command and earned an MBA majoring in International Business/Marketing from the Baruch School of Business at City University of New York. My entire professional life has been spent in various roles in the maritime industry and, as you can see, I have a rather long resume. Therefore I thought it would be helpful to point out some areas that I believe would be particularly pertinent and likely useful to the Ports Authority board:

- Having worked for both cargo owners and ship owners, I have a good idea what customers of our ports are looking for in a port.
- In my consulting career I was involved in port development on five continents. Most of these engagements involved vetting business plans that would be financed by the World Bank and other banks who were my clients. I also consulted to the Port Authority of New York and New Jersey on its strategic plan for 2040.
- As a founding member of the Connecticut Maritime Association (CMA), I learned how to work as a productive member of a board. Elected 4 times as President, I helped CMA grow from a group of 38 to a dues paying membership of over 1,500 maritime professionals worldwide. Via our website we reach another 4,000+ virtual members. Our annual conference, which just ended last week, drew approximately 2,500 people to Stamford to discuss the current state and the future of the maritime industry worldwide. We estimate it added at least \$2.5 million in revenue to the Stamford area economy.
- For more than 15 years I have represented the CMA on the board of the National Association of Maritime Organizations. NAMO includes representatives from ports on the West, Gulf, and East Coasts and the Great Lakes. As a CT PA Director I will be able to draw on the experience of my NAMO colleagues – not only their best practices but also what they did wrong so that the Connecticut Ports Authority can avoid the same mistakes. NAMO also works very closely with Federal agencies in Washington and leaders of USCG, US DOT/MARAD, NOAA, Army Corps of Engineers and US Customs and

Border Protection (successor to US Customs and the Immigration and Naturalization Service) brief us at our semi-annual meetings.

To summarize, there are two areas where I believe I can add value to the Ports Authority board: First, my knowledge of, and experience in water-borne COMMERCE beyond just the ships and ports, for I believe this is what can bring both industries and jobs to Connecticut. Second, the broad network of maritime professionals worldwide that I have developed during the course of my career from which I can draw information and ideas.

I'd be happy to answer any questions you may have or to clarify any of my activities.